# Case Study Template for Solar Home System Companies

# Mozambique Off-grid Knowledge Hub on Energypedia

**Background Information**

The Mozambique Off-grid Knowledge Hub on energypedia is a one-stop gateway for curated information on renewable energy and energy access in Mozambique. Developed jointly by the initiative Green People’s Energy for Africa and energypedia, this hub serves as an online space for mutual collaboration as well as knowledge exchange among experts from different organisations, companies, and institutions in Mozambique.

Against this background, we invite **case studies from improved cookstove (ICS) companies** in Mozambique to feature products, business models, and learnings on the hub. The aim is to promote mutual learning and avoid reinventing the wheel for moving the Mozambican ICS sector forward.

Should you be interested in featuring your case study, please fill out this form and send it to [ranisha.basnet@energypedia.info](mailto:ranisha.basnet@energypedia.info). You can fill out the form in either English or Portuguese language. If you need a form in Portuguese you can download it at the [**Case Study Info Page**](https://energypedia.info/wiki/Case_Studies_on_Energy_Access_Projects_in_Mozambique).

Depending on technologies, products and services offered, not all fields may be applicable. Just select the ones you can report on and leave the other ones empty.

**Company**

|  |  |
| --- | --- |
| **Company name** |  |
| **About the company** | *Short description of the company* |
| **Areas of operation in Mozambique** | *Village/District, Region* |
| **Size of the company in Mozambique** | *1-10 staff; 11-50; 51-100; >100; >500* |
| **Location of Headquarter** |  |
| **Other countries of operation** |  |

**Solutions offered**

|  |  |
| --- | --- |
| **Products / Technologies / Services** | *Short description of products / technologies or services offered; is it a portable or inbuilt stove? Construction materials; Type of fuel used; efficiency, fuel savings; Prices; Types of stoves offered; Do you import the cookstoves, or do you produce them in Mozambique?* |
|  |  |

**Market and business model´**

|  |  |
| --- | --- |
| **Target customers** | *Whom are you targeting? Households, small enterprises, institutions? Do customers live in rural, peri-urban areas, cities?* |
| **Finance / Funding** | *Do you have external financial support from grants, venture capital, stock capital? Other?* |
| **Financing options for the target customers** | *Do you offer credit, PAYGO, mobile money, leasing options, other… to customers? Are the cookstoves subsidised for the end-consumers or do they pay the full price?* |
| **Distribution network to reach last-mile consumers** | *How do you reach customers? E.g. via sales agents, shops, door-door marketing, women’s network, collaboration with aid programmes, awareness programmes...* |
| **Operation & Maintenance** | *Do you train people in the correct usage of the stove?* |
| **Warranties/guarantees** | *Do you offer any warranties/guaranties on your product?* |
| **After sales service (repair, replacement and sustainability)** | *How can people access repair services? Cost of repair? Do you offer replacement parts? Do you look at long-term sustainability of products?* |

**Impacts and lessons learned**

|  |  |
| --- | --- |
| **Company turnover and impact** | *No. of products sold; Annual turnover; Jobs created; other…* |
| **Impacts on your target customers** | *No. of households/institutions/small businesses reached; other positive impacts on your target customers;* |
| **Constraints and Recommendations** | *Major challenges faced and how you solved them? What are the challenges related to reaching last-mile consumers? How do you tackle them? Are there any policy and regulatory constraints? Key recommendations based on your experience and lessons learned?* |
| **COVID related constraints** | *Specific challenges due to COVID (funding, low purchasing power…)? If yes, (how) did you overcome it (wherever applicable)?* |

**Further Information**

**Resources / Links**

*Please add here links to all resources (factsheets, flyers, videos…) related to your company/products that you want to share*

**Pictures**

*Please send us 2-3 high-definition pictures to be added to the case study; please indicate the name of the photographer and make sure you have the right to publish them on energypedia*

**Contact**

|  |  |
| --- | --- |
| **Name and position** |  |
| **Email address** |  |
| **Website** |  |